APPENDIX D
Table 2: Correlation Coefficients (1999)

Variable	Couns#	CounsHr	Jobs Create	Jobs Ret	Loan $	Non SBA#	Non SBA$	Sales	SBA Fund	SBA #	SBA $	Train Att	Train Hrs	Train Sessn
Couns#	1.00													
CounsHr	.873*	1.00												
JobsCreate	.438*	.601*	1.00											
Jobs Ret	.594*	.559*	.581*	1.00										
Loan $	.602*	.708*	.742*	.428*	1.00									
Non SBA#	.638*	.659*	.530*	.325*	.858*	1.00								
Non SBA$	.544*	.683*	.692*	.374*	.976*	.875*	1.00							
Sales	.191	.214	.306*	.553*	.415*	.368*	.378*	1.00						
SBA Fund	.868*	.839*	.567*	.596*	.641*	.563*	.540*	.212	1.00					
SBA #	.741*	.690*	.544*	.455*	.694*	.574*	.573*	.289	.741*	1.00				
SBA $	.575*	.532*	.637*	.444*	.707*	.489*	.537*	.370*	.641*	.830*	1.00			
Train Att	.764*	.692*	.441*	.553*	.344*	.209	.253	.186	.728*	.672*	.532*	1.00		
Train Hr	.711*	.646*	.459*	.562*	.345*	.190	.265	.199	.693*	.661*	.496*	.964*	1.00	
Train Sess	.715*	.638*	.441*	.501*	.316*	.138	.212	.133	.714*	.680*	.558*	.979*	.954*	1.00

** $p < 0.05$

APPENDIX D Continued

1999 Data for State

Variable Name	Description
Couns#	Number of clients counseled
CounsHr	Total number of counseled hours
JobsCreate	Total number of jobs created
Jobs Ret	Total number of jobs retained
Loan $	Total $ in loan
Non SBA#	Total number of non-SBA guaranteed loans
Non SBA$	Total $ of non-SBA guaranteed loans
Sales	Total Sales generated
SBA Fund	Total Funding by SBA
SBA #	Total number of SBA guaranteed loans
SBA $	Total $ of SBA guaranteed loans
Train Att	Total number of training attendees
Train Hr	Total number of hours in training
Train Sess	Total number of training sessions